



## 2017-18 Accomplishments

*program area:*

### Housing and Neighborhoods

*strategy:*

*increase supply of renovations for sale, home sale prices, and homeowner confidence; build wealth; strengthen neighborhoods*

- **Renovated 18 homes** with our Market Boost developer partners, with an **average post-rehab sale price of \$163,903** and an average increase in appraised value of \$94,044
- Supported **renovations to the homes of 5 current home owners** with loans and façade grants on targeted blocks
- **Repaired 31 homes for older adult homeowners** with an average household income of \$36,500 and an average investment of \$4,331 per home; homes were located in Focus Neighborhoods of St. Helena (4), Old Dundalk (5), Turner Station (7), and Dunlogan (14)

*program area:*

### Main Street and Community Building

*strategy:*

*grow new businesses and sales improve commercial properties and public areas, connect residents to place*

- **Renovated 11 Center Place and opened The Forge** business incubation and community resource space, a total investment of over \$550,000 (acquisition and renovations)
- **Improved the facades of 5 current businesses** with \$80,000 in Commercial Improvement grants
- **Undertook Rebranding process for the Main Street** engaging over 60 people produces new branding package launching this Fall for the “Historic Dundalk Town Center”
- **Hosted community building events** including Family Fall Festival, Holiday Hoopla, and Makers Markets attracted more than 3,000 people to our Historic Dundalk Town Center

*program area:*

### Marketing to the Next Generation

*strategy:*

*boost home sale prices and median income by increasing demand from middle-income buyers*

- **Promoted Dundalk and increased awareness of the home buying process for 718 people** at events including the Dundalk Housing Fair, Be a Buyer, Neighborhood Closeups, and Home Buyer education classes sponsored by our partners
- **Supported 24 middle-income households in choosing Dundalk** for their home purchase with incentives that generated **\$3,612,906 in new Dundalk mortgages**
- **Median grantee gross household income** of our home purchase incentive grantees was **\$67,805**; which is **37.6% higher** than Dundalk’s current median household income of \$49,292